

# Shipping **MANAGEMENT**



**Packing**

**Transport**

**Handling**

---



# You can't buy a Better Closure for Looks or Money!



**GUMMED TAPE** is the busy shipper's choice for sealing cartons because it is easier to handle — it *reinforces* the carton at trouble spots (seams and corners) — impresses the customer with its neat appearance — it permits re-use of the carton — costs less in equipment outlay. "It Gives You Most for the Least."

What's more, when you use **ITSTIX® printed** tape your container becomes (1) a traveling advertisement that helps sell your house and goods; (2) a "burglar alarm" system that controls pilfering

losses because thieves can't reveal with *your* tape. Misunderstandings with customers are avoided.

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\*Endorsed by the Association of American Railroads and the Gummed Industries Association, Inc.



SEAL IT RIGHT  
WITH  
GUMMED TAPE  
(Gives MOST for LEAST)



## NASHUA PACKAGE SEALING CO. INC.

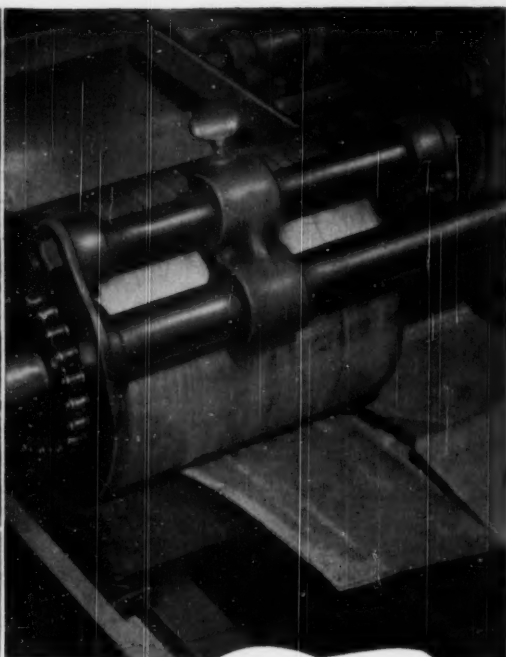
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We're interested in ITSTIX PRINTED TAPE ( ) The NATIONAL TAY-PER ( ) application.

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Company .....

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Get our complete laboratory report on Paisley **BOXEAL** and take advantage of the offer to send a trial 5 gallon shipment at the 55 gal. drum price available to all drum users of shipping case glues. We'll ship **ON APPROVAL**, F.O.B. our nearest plant, New York or Chicago. Fill in the coupon below, attach it to your letterhead, and mail it to us **TODAY**.

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Gentlemen: Please send complete information about Paisley **BOXEAL** Shipping Case Glue.

- ☐ You may send, on approval, trial 5 gal. shipment of "**BOXEAL**" at 55 gal. drum price.  
☐ Send me a copy of Laboratory Report on "**BOXEAL**".

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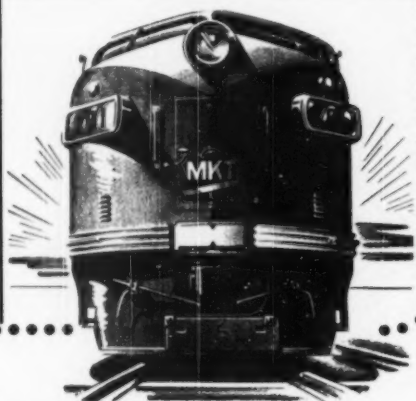
**via KATY KOMET**

**and other Katy Fast Freights**

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OKLAHOMA and TEXAS**

*speeds shipments  
whatever their size*



## COORDINATED RAIL-TRUCK SERVICE

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**Free pick-up and delivery  
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All cars are worked at our freight houses day of arrival.



NATURAL ROUTE SOUTHWEST

Contact your  
Katy representative  
for details

# EASY TO READ STENCILS



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HANDLING**



Three size machines  
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No shaking needed.  
Blacker marks...  
weatherproof... fast  
drying. Write for  
FREE pint sample.



**MARSH FOUNTAIN BRUSH**

"Push Button" finger-tip  
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**MARSH OIL BOARD**

Cuts clean, perfect stencils  
that last for 3000 markings.

MODEL N CUTS 1/2" STENCILS

**\$152**

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F.O.B. Belleville, Illinois. Freight  
added when delivered  
from dealer's stock.

**Does the busy freight handler spot your goods immediately... send them safely, speedily, on their way to your customer?**

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Only **STENCILS** give you bold, easy-to-read addresses—the kind recommended by the railroads and trucking lines.

Association of American Railroads says, "**STENCILS** contribute very materially to prompt and correct deliveries." American Trucking Association says, "A shipment properly stenciled is off to a good start on its journey to destination."

Only the **MARSH Stencil Machine** gives you the Word Space Button, Hardened Dies and Quick Replaceable Punches, Streamlined Hood, Sealed-In Lubrication and other superior features.

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MARSH STENCIL MACHINE CO., 75 MARSH BLDG., BELLEVILLE, ILL., U. S. A.





Only gummed tape  
gives you all **FIVE**  
**ADVANTAGES**  
your packages should  
have

## **RED STREAK** gummed tape **re-enforces as it seals**

Shapeless packages are a thing of the past when you use Red Streak Gummed Tape. Red Streak sticks tight and holds fast—strengthens the corner—is impervious to dust, dirt, and moisture. It assures you of a perfect package under all conditions.

1. **Seals tightly**
2. **Re-enforces as it seals**
3. **Safer to handle**
4. **Easier to open**
5. **Costs less!**

**No other form of closure gives so much for so little!**

Send today  
for your  
**FREE**  
Sample Roll

The Brown-Bridge Mills, Inc.  
Dept. M-507, Troy, Ohio  
*Those Gumming Specialists*



**SEAL IT RIGHT WITH GUMMED TAPE**

*Draw a hand full of Aces; order now*

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*Full of practical, helpful data for  
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Here is the liveliest, most helpful book that a shipping or traffic manager can use. It contains 124 full size pages packed with practical data that will improve the efficiency of every shipping department and add safety to every package. The use of **BETTER SHIPPING MANUAL** will speed up the handling of all units and make delivery surer and quicker.

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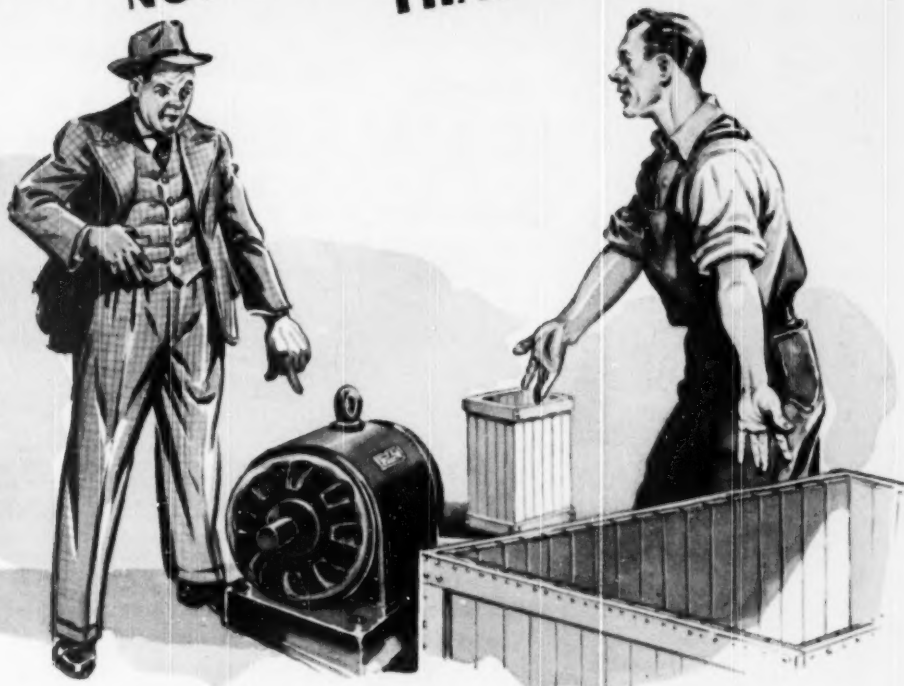


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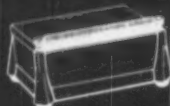
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DERBY  
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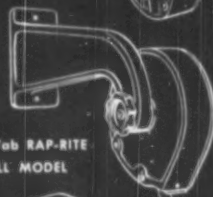


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Grip-A-Tab RAP-RITE  
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Grip-A-Tab MEASURING TWO-INCHER



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• DEPENDABLE SERVICE

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Write today for further information on your specific tape dispensing problems.

Illustrated are a few of the many dispensers available, each designed for a specific purpose.

## DERBY SEALERS, INC.

Designers and Builders of Derby Sealers and Grip-A-Tab Dispensers

### DERBY, CONNECTICUT



## Packing

### A Punch... By S.H.

**I**N KEEPING with its policy of promoting the interest of shippers and carriers alike, the West Coast Shipper devotes its April issue to the subject of shipping by air. As each form of transportation has its own special and peculiar advantages to the shipper, so Air Freight and Air Express each has its own particular field of service which it is to the advantage of the shipping public to utilize.

The rather recent Berlin Airlift is a good example of what can be done when necessary. Fortunately such an emergency does not arise every day, but the utilization of air shipping has a definite place in the logistics of modern business.

The growing acceptance of air freight by industrial shippers is a healthy fact. And the use of this youngest form of transportation on a normal, day-to-day, regular basis—instead of on a rare exception, novelty or emergency basis—is to the credit of the progressive shipper, and to the airlines for their steady effort in speedy and dependable service. Air freight has been added to the shipper's potential, along with the other transportation agencies of trade and commerce. And this applies to almost every shipper, in as much practically every product of field and factory can be, and is now being shipped by air.

★ ★ ★

Another wholesome trend is that the shipper is becoming aware of the distinction between Air Express and Air Freight, and is choosing one or the other at the appropriate time when it is practical and economical to do so,—evidence of his familiarity with the fact that there exists a breaking point in the rate-structure which he can apply to his advantage, and there is a difference in the pickup and delivery privileges offered by the two services.

A sure sign that shipping by air has come of age, is that it has been accepted by top management as having a definite spot in the over-all transportation policy of many Companies.

An interesting instance of this is described in detail in a feature article. The airplane is being taken into consideration in the location of their plants and branches, and more and more shippers are turning to the airplane in order to increase their distribution range. It is also being brought into play to diminish inventories at regional warehouses, where storing, inventorying and handling costs can easily get far out of line,—this is one of the inherent advantages of shipping by air.

To the manufacturers the airways extend the possibility of shipping direct from plant to retail outlets, and this practice is beginning to revolutionize

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JULY, 1950

Vol. 15, No. 7

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Published 10th of each month by Shipping Management, Inc., 425 Fourth Avenue, New York 16, N. Y. Telephone MUrray Hill 3-6280-1. Western Office, 549 W. Randolph St., Chicago 6, Ill. Telephone CEntral 6-5164. Sylvan Hoffman, President; Larry S. Harris, Vice-President. Publication and editorial office, 425 Fourth Avenue, New York N. Y. Not responsible for safety of manuscripts or pictures.

## A HOFFMAN PUBLICATION

Subscription price \$3.00 per year in United States, its possessions and Canada All other countries, \$4.00 per year. Published in U. S. A.

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**DELIVERED!**

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For Top  
Performance  
and  
Value...  
specify

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SEALING TAPES**

COMET SUPER STANDARD  
SUNRISE STANDARD

**TANGLEFOOT  
SEALING TAPES**

SUPER STANDARD  
STANDARD

These famous tapes go on fast — and hold fast. They're ruggedly made with tough, flexible, long-fibered Kraft paper and refined animal glue. Their high quality never varies — thanks to new equipment that automatically controls speed, moisture, temperature and gumming thickness during manufacture.

Available plain, colored or imprinted. Your paper merchant will gladly furnish you with prices and other information.

*No other Closure gives  
so MUCH for so Little!*

Packaging and shipping men have learned from long experience that Gummed Sealing Tape is the only logical solution to most packing problems. Here are a few of the important advantages that make Gummed Sealing Tape first choice for maximum protection at minimum cost:

- Keeps out dust and dirt
- Resists moisture
- Easily applied — easily opened
- Reinforces carton at vital points
- When imprinted — reduces pilferage — advertises your product

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# Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES  
425 FOURTH AVENUE, NEW YORK 16, N. Y.

JULY, 1950

VOLUME 15

NUMBER 7

## YOUR SLIPS SHOW --- So Tape It Right!



By PHILIP O. DEITSCH, Managing Director  
Gummed Industries Association

**W**HEN the "little woman" prepares for an evening out, does she simply don a hat and go? Or, does she carefully consider every detail of dress, take time to primp and fuss, adjust shoulder-straps, and what-nots?

And how about you? When you are scheduled for some social event, do you leisurely await the appointed hour, then get out of your easy chair and start on your way in your old, but comfortable, sport-shirt? Of course not. *You dress for the occasion.*

Good packaging is much like that. The rules may not be by reference to Emily Post, but they are based on tried and accepted practices. And even good taste.

To many of us, wrapping and packaging is a commonplace affair that too frequently has, like Topsy, "just growed."

Anyone who will wear out a bit of shoe leather and get out with the boys who handle the cartons at railroad freight terminals, at express agencies, at post offices, and at any other point where large volume shipping is handled, cannot fail to be impressed with the crying need for greater recognition of the packaging problem. It is needless to visit hundreds or thousands of shippers to get the story. Simply take a trip to one or two concentration points for shipping and here you will find a cross-section picture of shipping damage that will shock your sensibilities.

Right here give ear to a few carrier officials who are speaking for "the record."

One high official of a Mid-Western General Post Office said recently, "Poor packaging is a very serious problem. I personally spend most of the morning every day telephoning companies about faulty packages."

At an Eastern Post Office, an Assistant Superintendent had this to say, "Come around some morning, any morning, about 8:30—I'll show you enough package failures to keep two men busy almost all morning."

An Express Company official reported, "My entire time is devoted to the subject of loss and damage from package failures and the effort toward safer practice. Since gummed tape is so widely used on cartons which constitute most of our shipments, most closure failures come from improper use of gummed tape which, when properly applied, makes a fine closure."

### Shippers not Fully Alerted

Many shippers do not seem fully aware of packaging failures, and the part effective closure methods would play in preventing them. For example, haphazard methods employed in the application of good gummed sealing tape is only one element that could turn actual waste into profit by the simple expediency of following the tried and proven methods of the application of this product as recommended by the manufacturers of gummed sealing tape.

Perhaps too many of us feel that insofar as our closure practices are concerned, we are doing a reasonably good job, but the difficulty with that line of assumptive reasoning is that if we were to closely

examine our shipping room practices, we may find that shipping personnel is haphazardly, and even perhaps wastefully applying gummed sealing tape.

Too many of us think we are doing a good job, and in all too many cases, it is not until the carrier calls these deficiencies to our attention that the real error of our ways is discovered.

In an attempt to learn some of the causes for the mounting annual shipping losses, members of The Gummed Industries Association were amazed at the lack of knowledge concerning the simple use of gummed sealing tape—and, in fact, discovered a general indifference to the whole shipping problem.

#### One Cause . . . Improper Instruction

Among the many causes of shipping losses revealed by the study was the unusual number of improperly instructed hands employed in shipping rooms. In those plants where gummed sealing tape is used, untrained hands usually either use too much water or too little water . . . use too much gummed sealing tape or too little . . . do not properly understand the true significance of automatic moisture control in tape dispensing machines . . . and are generally uninitiated in following the simple "Eight Steps To Perfect Closure" which the manufacturers of gummed sealing tape have advocated these many years.

It is significant to note that in these case studies where shipping room personnel were properly instructed along the lines advocated by The Gummed Industries Association, damage and loss claims took a *very marked drop downward*, which again emphasizes the importance of not only proper packing methods, but proper closure methods.

There is no reason why improper conditions as above outlined should exist today. The Association of American Railroads, The Gummed Industries Association, The Railway Express Agency, The Air Carrier, The Motor Carrier, have all collaborated toward the end of increasing the efficiency and effectiveness of proper closure methods through educational campaigns in which they have been engaged for the past several years. For example, since the early months of 1948, The Gummed Industries Association has distributed more than 90,000 copies of its instruction manual titled "What Every Shipper Should Know About Proper Package Sealing," to shipping room personnel throughout the nation.

This manual "tells all" in clear, simple language. It is replete with illustrations on how to properly seal many types of cartons and packages, how to care for tape moistening machines, how to buy gummed sealing tape correctly, and how to store tape safely. It is available to anyone interested in better packaging without cost.

The thousands of requests for this manual from "Joe," the lad at the shipping room level, has been most gratifying—and very enlightening. "Joe" is interested in doing a better job. That should be significant



The well-taped package is like a well-tailored suit. Packed right it not only looks right but gets there without muss or mess. You should be proud of a package like the one above: it'll save your firm money, and its "dress" will add prestige.

to every employer. Why not help him? Analyze your shipping requirements. Providing the necessary equipment and materials is definitely and inescapably your part of this responsibility in reducing shipping losses.

Just as you and the "little woman" prepare for that night out, think of your shipping practices in such terms as: *Where is your package going? Is it destined for local delivery or interstate delivery? Will it travel safely to the far ends of the earth if need be? Will it be subjected to rough handling? Will it be exposed to varying weather conditions? Will there be unguarded moments; moments when pilfering is possible? Are the contents well protected against damage from dust, dirt, or other foreign matter? Are they snugly packed to avoid shift and concealed breakage?*

#### Consider "Dress"

Will a good, business-like appearance on arrival add to your prestige as a shipper? As a manufacturer? Will the "dress" of your package be pleasing to the eye, stimulate a feeling of satisfaction and confidence in the mind of the receiver?

These and many other questions should receive your careful consideration. They exert a real influence in shipper-receiver relationships.

And remember, if you don't follow good shipping practices, like the "little woman" in dressing procedures for an evening out, your slips will show.

# 1. Double Gummed Mounting Sheets & 2. Special Moistening Machine = SPEEDY LABELING



**THE MUCILAGE BOTTLE** has for years been used by department stores as the accepted means of sticking on ungummed shipping labels. This labeling system was messy—labels dropped off, resulting in loss of

## Materials Handling Added to SIPMHE Competition

Addition of materials handling classification as part of the Fourth Annual Protective Packaging Competition to be held in Philadelphia, October 10 to 12, by the Society of Industrial Packaging and Materials Handling Engineers was announced at Chicago recently.

The competition, an annual event open to non-members as well as members of the Society, is held each year as a feature of the Society's annual exposition. This year's exposition will be in Philadelphia's Convention Hall.

The new classification is expected to attract an even greater array of competitive ingenuity than previous years when the competition dealt solely with shipping container design.

### Cash Awards

As in the case of Protective Packaging Classifications, the new Materials Handling Contest Division will offer cash awards as follows:

|                            |          |
|----------------------------|----------|
| 1st Prize—Blue Ribbon and  | \$100.00 |
| 2nd Prize—Red Ribbon and   | 50.00    |
| 3rd Prize—White Ribbon and | 25.00    |

### Special Awards Repeated

The Harold Jackson and Irving J. Stoller Awards, presented last year, are again being offered. Jackson, president of Wm. H. McGee & Co., marine underwriters of New York, has however modified requirements. The Jackson Award, previously awarded for anti-pilferage, will be concerned this year with "packaging which offers the most satisfactory method of protecting machinery against corrosion."

The Irving J. Stoller Award will again be offered for the "most ingenious interior packaging."

### M. H. Contest Requirements

To encourage a wide variety of entries, the requirements for entry in the new Materials Handling classification have been made as broad as possible. Official attitude is that it would be impractical to require

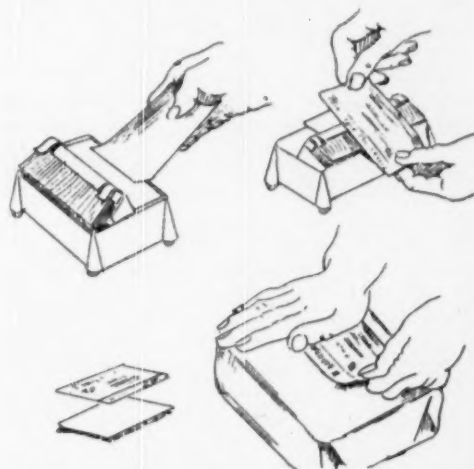
(Continued on Page 26)

merchandise,—and dissatisfied customers. The constant danger of girls getting cut from broken bottles plus the thousands of dollars in time wasted cleaning mucilage bottles many times during a busy day, is making this method obsolete.

Label manufacturers came up with an idea to cure all this—a dry mounting sheet, gummed on *both sides*, that could be moistened and used to attach labels quickly, neatly and more securely than ever before.

But—the success of this new system depended on one important factor—the right device for rapid, thorough moistening of these double gummed mounting sheets.

Ordinary single brush, one side label moisteners were useless; sponges were slow and unsatisfactory. A brush and felt wick on top was tried with not too much success. We are told that labels dropped off; reason—felt scraped on the wet glue which dried and caked in the felt, shutting off the flow of moisture.



Top left: Cup mounting sheet and slide against table. Top right: Place label on top as you draw thru. Bottom right: Rub down label and mounting sheet as one unit. Bottom left: how the ungummed label and two side gummed mounting sheet look.

Better Packages, Inc., manufacturers of tape machines and labelers for over 25 years, had already built and patented a machine for moistening tape gummed

(Continued on Page 23)



## ☆ Preventing Loss To Through Good Packing

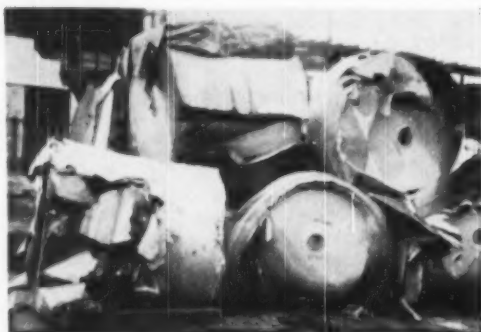
In a well illustrated 36 page book, "Ports of The World, 1950," "The Insurance Company of North America" has given a complete report on port conditions all over the world. In discussing the question of cargo loss prevention the book pointed out that packing, marking and handling are basic factors affecting sound delivery of U. S. goods overseas. Reproduced on these pages are some of the photos of badly damaged cargo, and the reasons for damage. The advice on export packing is excerpted from the study.

**P**ACKING SHOULD BE designed to meet the conditions of transportation and storage enroute to consignee's warehouse. It should be the least expensive packing which will ordinarily get the shipment to destination in good saleable condition.

(a) Learn the conditions of transportation and storage normal to each voyage. Your consignee, your insurer and your carrier can provide information if you are not well-informed.

(b) Test your packing by simple tests of dropping on sides, edges and corners from varying heights, vibration, pressure, exposure, etc., to whatever degree may be practicable and necessary. A return shipment of a new product or new packing may be desirable so that you can see and determine the adequacy of the packing. A packaging laboratory or packaging engineer, if available, may minimize the cost.

(c) Consider the design of your product. A minor change may make it more adaptable to the rigors of overseas shipment and be less expensive than



Top: Water in an open lighter did this.

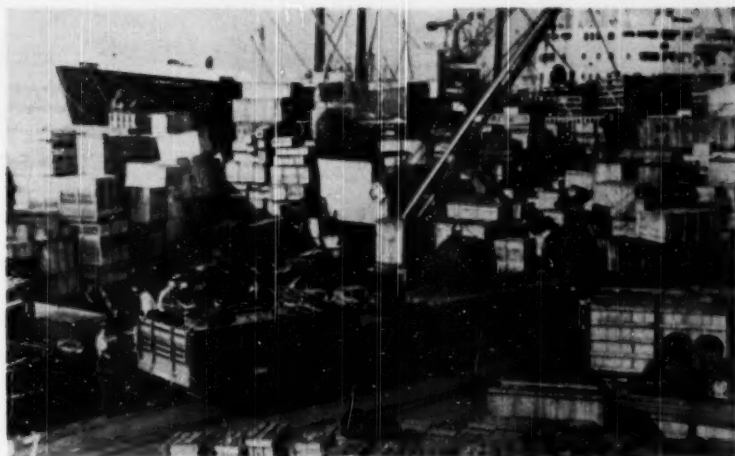
Bottom: A poor package. The plywood panels were not reinforced, strapping was poorly applied, package was overloaded.



The typewriters in this case were heavily damaged due to poor packing.

# Cargoes ☆

## Procedures



Congestion in the port at Buenaventura, Colombia. In this port inadequate interior transportation holds up goods from 5 to 20 days. The stevedores do not show sufficient interest in careful handling. All the more reason for good packing.

a major improvement in packing. Consult your own designers and engineers.

- (d) Consider the nature of your product. If it is fragile or readily damaged by moisture or contact with other cargo, the interior packing may be more important than the external package. Manufacturers or suppliers of packaging materials can furnish useful advice.
- (e) Stamp your products with some means of identification to facilitate recovery of merchandise and prosecution of thieves. For simple identification purposes should outer container be destroyed or become unidentifiable. This will also discourage substitution of similar inferior products in case of confusion of goods in damaged cargo corral.
- (f) There has been some evidence of short packing and collusion of thieves and shipping room employees. Employ permanent and responsible clerks and packers as far as practicable and check the shipping room practices and procedures at reasonable intervals.
- (g) If your product is valuable, edible, readily disposable or otherwise attractive to thieves, protect against pilferage by best means economically practicable. Do not indicate the nature of contents by external marking or advertising. Make pilferage as difficult as possible by design of packing, strapping and sealing. A damaged container invites pilferage.
- (h) Remove old labels to prevent misdirection and delay and shave off old marks, re-stencilling as necessary. This is not intended to approve the use of second-hand cases and applies to reshipped merchandise addressed to part of loading. Forwarders should be properly instructed should marking changes be required.

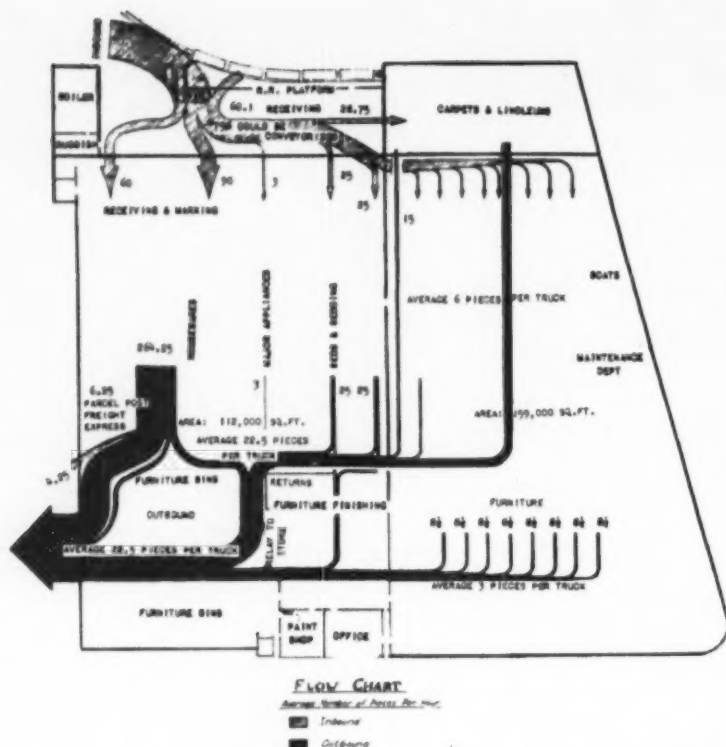
- (i) Ask your foreign customers to report any dissatisfaction with condition of delivery that can be attributed to packing, and secure special reports from customers when new methods of packing are tried. They will appreciate your interest.
- (j) Advise consignees to authorize customs broker and forwarder to provide strapping or seals for cases recovered or surveyed at pier or following examination by customs, where this service is not otherwise provided and extensive onward transit is involved.

### Delay Encourages Pilferage

DELAY AND EXPOSURE should be avoided as far as practicable. These contribute to theft and damage to a greater degree than is generally realized. An underwriter reports that one importer of fragile merchandise avoiding warehousing by delay in delivery suffered more than double the breakage of a comparable importer who took prompt delivery. An importer of canned goods taking delivery promptly suffered little or no pilferage while less careful competitors sustained heavy losses.

- (a) Deliver your goods in time for proper planned stowage by the carrier—not before. Consult your shipping agent to avoid unnecessary exposure or last minute delivery, unless the latter is requested for stowage of valuable goods in special cargo lockers.
- (b) Urge your customers to take prompt delivery of shipments. Tell them it will help to reduce insurance cost in the long run. They should want merchandise, not insurance claims.

(Continued on Page 24)



Efficiency of the New Bamberger Service Depot is illustrated by this flow chart. Shaded channels at the rear of the building show how receipts are classified and routed. Fingers along the channels indicate capacity in numbers of pieces handled per hour. Heavy arrows trace outgoing merchandise. The chart shows how double-handling and back-tracking of merchandise are minimized.

## Largest Dept.-Store Warehouse Features Rapid FLOW of Goods

**THE LARGEST DEPARTMENT-STORE WAREHOUSE EVER** built on one floor has been in use by L. Bamberger & Company, Newark, N. J. since 1949. Storage and service facilities which previously occupied five buildings are now consolidated under one roof. The building stands 710 x 624 feet.

More than three-fourths of the 394,000 square feet of floor space is devoted to storage stacked 14 feet, 7 inches high. This area is served by belt conveyors and lift trucks and trailers to move merchandise. Pallets are extensively used, wherever justified, to speed stacking and bulk movements.

The nine-acre roof area is broken only by sawtooth skylights seven feet high. These are positioned to give daylight and ventilation, and are controlled by automatic dampers, at strategic points. Nineteen skylights

are grouped over the furniture finishing shop to give true north light.

### Lights on Movable Trolleys

Both incandescent and fluorescent lighting is used in the warehouse. In storage and work areas light fixtures are on movable trolleys suspended from open electrical ducts. This makes the lighting system completely flexible to work needs.

Three types of floor surfaces are used. In storage areas the floor is reinforced concrete, machine-troweled to a hard finish. In the furniture shop a maple floor covers the concrete; in offices and recreation areas, asphalt tile.

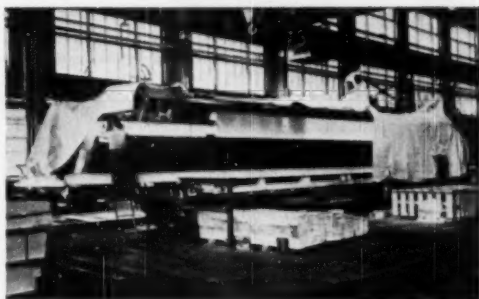
Before the building was designed, exhaustive time studies and merchandise-flow charts were compiled

(Continued on Page 23)

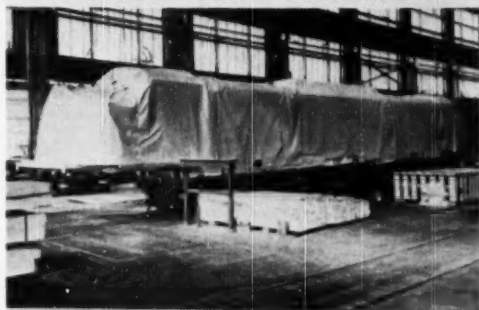
## Interior Cushioning Applied To "World's Largest Shipping Package"

Recently the Kimberly-Clark Corporation challenged the entire packaging industry with a claim to having applied the interior cushioning to the Largest Shipping Package ever made. The company pointed out that unless some government is secretly packaging a giant transport plane or a battleship, their claim stands.

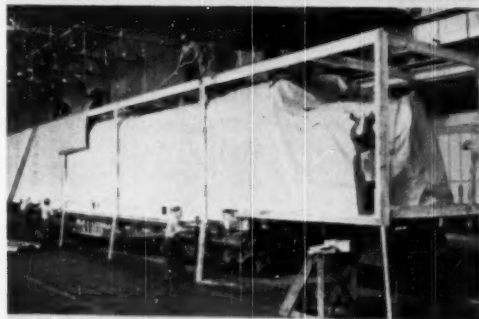
1. The General Electric Electric Locomotive in process of "going under protective wrap." The creped cellulose wadding prevents abrasive action against enameled surfaces due to conventional paper wrapper.



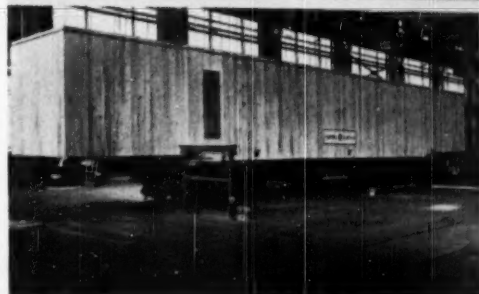
2. Locomotive completely covered with interior cushioning. The material, furnished in 48 inch width rolls, is applied in sections which are taped together. Tape secures wrap to contour of locomotive.



3. First steps in erection of wood "house" around cab. Waterproof liner for "house" is applied around wood frame in this operation, before siding is put on to protect against water infiltration.



4. Locomotive completely encased in wood box and ready for shipment to Chilean State Railway.





D. H. Domine's

## "LISTEN, Mr. Traffic Manager"

**M**OST TRAFFIC MANAGERS experience a great deal of difficulty in answering complaints from customers who claim they have been "short shipped" an item or two on a previous order.

What usually happens is that the shipper "swears" that the shipment left as called for on the packing slip, while the customer in turn "swears" that he was still short. The Traffic Manager, in the middle as usual, believes in the word of his shipper yet for diplomacy's sake cannot call the customer a liar. Ultimately, such a controversy could develop into a childish "I did," "You did not," "I Did," battle of words.

The trouble is that neither the shipper or the receiver can prove with facts that the other was wrong. It is simply the word of one against the other—no malice intended on either part—yet a controversy brought about either because one of them made an error or quite possibly because of pilferage while in the hands of the carrier.

This could conceivably be costly because there is no way of knowing how many times a shipper has issued a credit for a shortage where if the facts were known the carrier should have been liable for pilferage.

But there can be facts—conclusive facts, particularly on the part of the shipper, which would actually prove that the material as listed was or was not shipped.

Such a system is attained through a combination of rigid inventory control and weighing. We have used it in our operations for over a year and have yet to lose a claim or fail to prove to a customer that his order as listed was actually shipped. We have uncovered pilferage which without this system would have gone completely undetected and would have cost us money in credits to the consignee.

The system starts when a shipping order is given to the shipper to pack and ship. This could consist of any combination of materials and amounts. When shipment is all packed the shipper writes on the back of the shipping copy the "manifest" of the shipment. This consists of listing the contents of each carton or cartons as well as the weights of each. These weights must be accurate down to 4 ounces.

We have computed, for use in conjunction with these manifests, charts which readily indicate the correct packed weights of any combination of items shipped. Thus by

comparing the manifest with the chart a shortage or overage could be immediately detected.

Now for the inventory control. Each night a physical inventory of all items is taken. This is then compared with the perpetual cardex inventory which is obtained by deducting the items shipped as shown on shipping copies from the previous night's balance.

If there was a shortage or an average in that day's shipping it immediately shows up in the plus or minus difference between the cardex inventory and the physical inventory.

Once a mistake is detected the manifests are checked and the weights show where the error occurred. If shipment has left the plant a letter is written to the consignee, otherwise the error is corrected in the package.

Now assume that a customer writes in that he is short one item on his recent order. The manifest on that

(Continued on Page 25)

## Data Sheet Helpful In Dextrine, Starch Problems

Step by step recording of necessary information required for proper analysis of dextrine and starch product problems is made easy with a new questionnaire adopted by Morningstar, Nicol, Inc., New York City.

|  <b>PAISLEY PRODUCTS, INC.</b><br><small>1775 CANAL STREET, NEW YORK 14, N.Y.</small>  |  |  <b>MORNINGSTAR, NICOL, INC.</b><br><small>435 WEST 21st STREET, NEW YORK 14, N.Y.</small>  |  |
|---|--|--|--|
| <b>DRY DEXTRINE OR STARCH PRODUCT OPERATION DATA SHEET</b>  |  |  |  |
| <small>Fill in and return to nearest office</small>   |  |  |  |
| <b>GENERAL INFORMATION</b><br>Date: _____<br>Consignee: _____<br>Address: _____<br>City: _____<br>State: _____<br>Title of Shipment: _____<br>Description of contents on shipping product:<br>Name: _____<br>If blank indicate what added: _____<br>Color: _____<br>Weight in the container or packing: _____<br>Weight (indicate how used) (see sample): _____<br>Price (indicate): _____<br>Amount purchased: _____<br>How can we improve on present product: _____   |  | <b>PRODUCTION AND PROPERTIES OF SOLUTION AS USED IN THE OPERATION</b><br>Preparation of water to dextrine or starch used:<br>How is solution made? _____<br>Date of preparation: _____<br>Type of heat: _____<br>Life span: _____<br>Filtration: _____<br>Length of time: _____<br>Is solution diluted after making? _____<br>How? _____<br>How long after making? (indicate) _____<br>Is solution used immediately? _____<br>Consistency or concentration at time of use: _____<br>Is it used? _____<br>Additional remarks: _____ |  |
| <b>INDICATE IMPROVEMENTS (check)</b><br><input type="checkbox"/> Less time <input type="checkbox"/> More time <input type="checkbox"/> Better quality <input type="checkbox"/> Better quantity<br><input type="checkbox"/> Less cost <input type="checkbox"/> More cost <input type="checkbox"/> Better taste <input type="checkbox"/> Better texture<br><input type="checkbox"/> Less weight <input type="checkbox"/> More weight <input type="checkbox"/> Better color <input type="checkbox"/> Better odor |  | <b>OPERATIONS FOR WHICH THIS IS TO BE USED</b><br>In the dry form (check): _____<br>After rehydration, if any: _____<br>After drying of solids (check) (see sample): _____   |  |

Sample of Data Sheet

Many industrial plants, textile plants, paper mills, converters and other users requiring dextrines of Corn, Tapioca or Potato base for new operations or improving existing operations may not be aware of all the facts

(Continued on Page 25)



# NEW PRODUCTS & LITERATURE



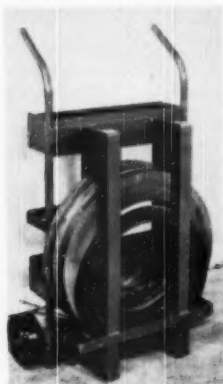
## TWO NEW CARTONS

Two entirely new developments in economical packaging were displayed by the Shelton Manufacturing Co., Inc., of Long Island City, N. Y., at the AMA Packaging Exposition.

One was a flat carton that folds into a double reinforced bottom without any seam. The other development was a carton with the distinctive color and design of shipper.

## PORTABLE STRAPPING DISPENSER

A new Portable Strapping Dispenser is ideal for use in bulk binding loads in freight cars and trucks and on loading docks and in remote parts of warehouse. It permits continuous operation, moving from job to job with no time lost looking for tools or strapping.



On the job, the new truck serves as a convenient working unit, with all tools and strapping, nails, seals, staples and anchor plates close at hand. This Signode Steel Strapping Co. truck provides space for handling two different widths of strapping. All reels of strapping run freely because the strapping passes over anti-friction rollers. Additional information is obtainable from this department.

## BULLETIN ON PACKING AND SEALING METHODS

Designed and written to take the guesswork and grief out of selecting and using corrugated and solid fibre shipping cases, a convenient new 8-page technical service bulletin has been issued by Paisley Products, Inc.

Included in the profusely illustrated file size booklet, the most complete of its kind ever published, are the advantages,

applications, composition, forms, properties and sealing techniques of Paisley case sealing adhesives for hand or machine sealing operations. A special section illustrates and describes all the well-known automatic case sealing machines.

The booklet starts out with a digest of fibreboard container facts, a discussion of interior packing techniques and use of cushioning materials, plus a table of factors influencing the selection of case sealing adhesives. Sealing methods, both brush and machine application, are explained, with many worthwhile tips on handling methods.

Featured in a separate section are the 14 advantages of the Paisley line of case sealing glue formulas and a list of the most popular grades. A glossary of container terms is also included. Copies of the new Technical Service Bulletin No. 22 may be obtained, without obligation, by addressing requests to this department.

## GUMMED TAPE PRINTER

To fill a need in shipping the new Ad-O-Matic, has been developed, manufactured by Travers & Co. The Ad-O-Matic prints gummed tape as it is used. The unit, which fits any ordinary tape shooter, is easily attached by removing just two screws from the shooter and placing the Ad-O-Matic in position. The Ad-O-Matic becomes an integral part of the shooter with the replacing of the screws. It is not necessary to drill new holes.

A message, 8 inches in length, that will not smear nor blot and is waterproof, can be printed on tape 1" to 4" wide. Printing may be in one of six colors: Red, green, blue, purple, brown, or black. Changing the copy is done in a few seconds. Handling instructions, advertising, pictures of products, etc., may be used.

Aside from the saving realized in printing, the necessity of buying and stocking huge quantities of printed tape is eliminated.

## DISPOSABLE MARKING UNIT

A disposable marking unit for use in shipping rooms, sign shops, mail rooms, and other offices and plants where there is a need for black heavy lettering has been produced by the B & L Manufacturing Co.

Called "Mar-Kit," the product is a self-contained lettering unit. The item is actually a complete felt-point pen in itself, with this difference: when the ink supply is exhausted, the empty bottle is discarded and a fresh bottle of ink is attached on to the old writing assembly.

The ink is made of a special compounded formula that makes it write dry. It will not become sticky in the bottle, say the makers. This writing device can be used

on most surfaces, including wood, paper, steel, fabric.

The makers point out that since their product writes without smearing on fabric, it can also be used in textile design and handicraft. Its instant drying feature makes it especially useful for machine and tool layout. Company expects that "Mar-Kit" will find a retail market for use by individuals who send food and clothing packages overseas.

## AUTOMATIC TAPING MACHINE

A new automatic taping machine has been placed on the market by Wagner Iron Works of Milwaukee, Wisconsin. It is the only machine to make practical and profitable, the application of gummed tape to cartons in large scale production.

Completely automatic, the Wagner self-contained taping machine closes the end and side flaps of the carton, applies any standard width gummed tape strip to the top of the carton and securely seals it. The tape is then cut at the proper length and sealed to the ends of the carton.



This unit can be geared to tape from 14 to 45 cartons per minute, depending upon the requirements of present packaging lines. It also can be adapted to operate in conjunction with equipment now in use. Complete unit is 14" long x 40" wide x 30" high. The compactness of the unit opens up additional floor space for other equipment.

The Wagner Automatic Taping Machine does away with surplus labor costs as it does not require special supervision. Where the re-use of single-trip cartons is desirable, carton material costs are reduced to the absolute minimum as the Wagner Automatic Taping Machine now makes it possible to get two or three trips on inexpensive, one-way cartons.

## NEW MAP CATALOG

A list of 1,000 maps, atlases, and globes published and copyrighted in the United States during the latter half of 1949 has just been issued by the Copyright Office of the Library of Congress. This catalog, which provides, in one place, descriptions of the current maps produced by the map

(Continued on Page 22)

GOVERNMENT

PERSONALITIES

★ NEWS REVIEW ★

A digest of recent activities in the  
packing and shipping field

ASSOCIATIONS

COMPANIES

**DELTA NU ALPHA GROUP  
PRESENTED WITH CHARTER**

◆ Induction ceremonies and formal presentation of its charter were recently given by the newly organized Omicron Chapter, New York, N. Y., of the Delta Nu Alpha Transportation Fraternity. Officers of the national headquarters of the fraternity, headed by Pres. John E. Howard of the Pennsylvania Railroad, were on hand to present the charter.

Guest speaker for the occasion, along with the national officers, was Mr. J. P. Leyden of the Middle Atlantic States Motor Carriers Conference, Weighing & Research Bureau.

Officers of the newly established chapter are as follows: President, Emanuel Sugar, of Branch Motor Express Co.; Vice-president, Maxwell Powell of Paragon Oil Co.; secretary, William Roulinavage of Branch Motor Express Co.; treasurer, Charles Miraglia of Beacon Fast Freight Co., Inc.

**"QUALITY PROTECTION" THEME  
AT PACKING & HANDLING MEET**

◆ "Quality Protection" has been selected as the theme for the nine conference sessions to be held in conjunction with the 3rd Western Packaging & Materials Handling Exposition, scheduled for August 10 through 18 in San Francisco's Civic Auditorium.

The conference will stress the importance of quality protection at every step in processing a product—from the selection of the type of package and packaging material to its handling through production, into the warehouse, to the dealers' shelves, and finally into the consumers' hands.

Nine prominent speakers for the three half-day conference sessions will be chosen at the next meeting of the Conference Council. Members of the council include, in addition to Dr. Diehl: Forrest May, president, Lucky Stores, Inc.; Theodore J. Nelson, packaging engineer, C. & H. Sugar Corp., Ltd.; Dr. William Rabak, chemist, Western Regional Research Laboratory, USDA; William H. Jaenicke, president, Mailer-Searles, Inc.; E. J. Heimer, Clapp & Polak, Inc., exposition managers; and Kenneth K. Dean, publisher, Good Packaging.

**YALE & TOWNE CO. NAMES  
PHILADELPHIA VICE-PRESIDENT**

◆ The Board of Directors of The Yale & Towne Manufacturing Company recently elected Elmer F. Twyman of Chicago, Vice President in Charge of the Philadelphia Division, to succeed James C. Morgan on June 15 when he retired under the pension plan of the company, it was announced by Gilbert W.

Chapman, President of Yale & Towne.

The Philadelphia Division manufactures and distributes the Yale line of hoists, industrial trucks, scales, and other materials handling equipment.

**REGIONAL DIRECTORS NAMED  
BY BETTER PACKAGES, INC.**

◆ Better Packages, Inc., has announced several appointments of regional directors. Appointments and territories are as follows: Robert Blanchard, St. Louis, office at 3000 Olive St.; R. L. Drysdale, Sr., Minneapolis, 320 Lumber Exchange Building; Gerald Schall, Pittsburgh, 616 State Theatre Building, 335 Fifth Avenue; James Walestin, Southern Ohio, 11 W. Liberty St., Cincinnati; Floyd Smith, Connecticut, 255 Canal Street, Shelton, Conn.



JAMES WALESTIN



FLOYD SMITH

Shippers are invited to call on these men at any time for tape machine service or knowledge on any sealing problem. Their job is to show shipping department personnel the newest and most efficient

methods of sealing cartons with gummed tape, to assure savings in tape, time and shipment safety.

**PACKAGING, HANDLING ASPECT  
OF ALUMINUM USE STUDIED**

◆ With "Aluminum, Do You Know About It?" as their subject, members of the Illinois Division of the Industrial Packaging and Materials Handling Engineers held a dinner-meeting in Chicago late in May.

Speakers and their subjects were Mr. W. J. Faymonville, Jr., Sales Service Engineer, Reynolds Metals Co., Richmond, Va., "Packaging Aspects of Aluminum Use"; and Mr. Tom Palmer, Aluminum Products, manufacturer of bridge plates and designers of aluminum products for industry, "Materials Handling Aspects of Aluminum Use."

President John McConnell has announced appointment of a nominating committee for development of officer candidates for the 1950-1951 term. Committee personnel follows: Chairman, C. J. Zusi, Container Laboratories; M. A. Grogel, Fairfield Paper and Container Co.; Stanley Price, Western Electric Co., National Executive Vice President.

**FRED M. GILLIES NAMED  
ACME VICE-PRESIDENT**

◆ Carl J. Sharp, President of Acme Steel Company, Chicago, announced recently the company's board of directors has elected Fred M. Gillies executive vice-president.

Gillies, a steel executive with years of experience, was formerly Works Manager for Inland Steel Company from 1922 up to a few months ago; prior to that he was with the old Illinois Steel Company from 1920 to 1922. He is a Cornell University graduate of 1918 and was a World War I Naval aviator.

**NEW GROUP TO SERVE  
INDUSTRIAL BAG INDUSTRY**

◆ At an organization meeting held at The Blackstone Hotel in Chicago in June, The Industrial Bag and Cover Association was formed to serve members of that industry who manufacture, among other items, the following specific products:

Mattress and Crib Bags, Can Bags, Furniture Bags, including upholstered furniture bags and case goods bags, Broom Covers, Casket Covers, Tubing, Freight Carliners, Freight Car Ceiling Liners, Waterproof Caseliner, Polyethylene Bags and Plastic Film Bags.

Officers of the new Association are as follows:

President, Mr. David Maxwell Weil, Chairman of the Board, The Cromwell

Paper Company, Chicago, Illinois; Vice-President, Mr. H. C. Davis, Manager, Paper Specialty Plant, Bemis Bro. Bag Company, St. Louis, Missouri; Secretary-Treasurer, Mr. Philip O. Deitsch, 19 West 44th Street, New York 18, N. Y.

Mr. Deitsch, who has served two important branches of the paper industry for the past several years was also designated as the Administrative Officer of the new association, and will be charged with the responsibility of carrying into effect the principles approved by the industry at its organization meeting.

Among the purposes of the new association will be the compilation and dissemination of accurate statistical data, to create a complete Standards program for the industry, to study existing matters relating to all forms of tariff pertaining to products of the industry in effect by all carriers, and to cooperate with all existing individual firms, trade associations, agencies of Government, or management groups wherever such cooperation may bear upon problems affecting products of the industry, and lastly to act jointly and cooperatively within the limit of ethics and existing law on all matters of common interest that may have a direct or indirect effect upon the welfare of the Industry or the markets it serves.

Headquarters for the new Association have been established at 19 West 44th Street, New York 18, N. Y.

#### M-K-T PROMOTES THREE IN TRAFFIC DEPARTMENT

♦ Retirement of Dan J. Collins as freight traffic manager for the Missouri-Kansas-Texas Railroad, St. Louis, has brought about promotions of three others in the Katy's Traffic Department, J. F. Hennessey, Jr., Vice President-Traffic, has announced.

Harvey Allen, Dallas, freight traffic manager for the Katy in Texas, will succeed Collins in St. Louis, while R. T. DuBose, assistant freight traffic manager, Dallas, will move into the position vacated by Allen. J. L. Richardson, chief clerk in the Katy's general freight office, Dallas, has been promoted to general freight agent-rates, with headquarters in Dallas, Hennessey said.

Daniel J. Collins was born in St. Louis, February 23, 1884. He is a graduate of St. Louis public schools and attended Washington University, St. Louis, starting as a messenger with the Katy in St. Louis in 1899, he has been connected with the railroad since that time. He was appointed freight traffic manager, June 1, 1945.

#### CARLSON REELECTED CHIEF OF FOREST PRODUCTS LAB. DIVISION

♦ Packaging experts on everything from breakfast food to jet aircraft met at the U. S. Forest Products Laboratory in April to brush up and exchange notes on the newest developments in packaging research.

Known formally as Committee D-10 on shipping containers of the American Society for Testing Materials, the group heard members report on new developments in testing of shipping containers

of various kinds, moisture vapor barriers, and other materials used in packaging.

The committee reelected T. A. Carlson, chief of the Forest Products Laboratory's division of material containers, as its chairman. Earl R. Stivers, director of the Package Research Laboratory of Rockaway, N. J., and former faculty member of the University of Wisconsin College of Engineering, was reelected secretary, and R. C. McKee, Institute of Paper Chemistry, Appleton, Wis., was named vice chairman.

Committee members heard L. J. Markwardt, assistant director of the Laboratory, discuss progress in international standardization in the testing of wood. Markwardt, who is vice president of the ASTM, has represented the United States

in several international conferences on test standardization sponsored by the United Nations.

#### NEW INTERCITY TONNAGE RECORD ESTABLISHED BY MOTOR CARRIERS

♦ The volume of intercity tonnage transported by Class I intercity motor carriers of property climbed 19.1 per cent in the first quarter of 1950 above the volume hauled in the first quarter of 1949, to establish an all-time first quarter record, according to statistics compiled by the Department of Research of the American Trucking Associations, Inc.

The total volume transported in the first quarter of 1949 increased 2.9 per cent over the first quarter of 1948.

(Continued on Page 22)



### for packages customers like!

Your packages... sealed with Blue Ribbon Superstandard Gummed Tape... reach their destinations tightly sealed, still neat, and reflecting the care which you have put into the shipment. The weld-like adhesion and strong long-fiber kraft of *Supple-ized*® Blue Ribbon tape materially add to the strength of your containers. Dust, dirt and moisture are tightly sealed out, despite weather changes and rough handling.

#### printed tape for additional protection

If you want the ultimate in protection and recognition, use Blue Ribbon Printed Tape... either natural kraft or colored. It costs but little more than plain tape. It advertises and guards your merchandise wherever it goes... helps your customers and carriers identify your packages, makes shipments tamper-proof, and slashes damage and loss claims to the minimum.

Use Blue Ribbon tape and watch your customers smile.

\*Copyrighted. *Supple-izing* is an exclusive Hudson process for the treatment of the adhesive and paper to make Blue Ribbon tape more flexible.



## Blue Ribbon SUPERSTANDARD GUMMED TAPE

... available plain or printed, in a choice of widths, weights, lengths and colors.

HUDSON PULP & PAPER CORP., Dept. A-11  
505 Park Ave., New York 22, N. Y.



**Send Today** for illustrated, free booklet "How to speed up the sealing of packages in your shipping room."

## What's New

(Continued from Page 19)

publishers of the country, is the sixth in a series begun in 1947.

Included in this catalog are maps of oil lands, agricultural products, recreational areas, roads, railroads, parcel post zones, aerial routes, radio networks, rail freight tonnage, real estate ownership, market surveys, density of population, religions and races of the world, mineral resources and timber lands. The catalog also includes pictorial, celestial, and historical maps, and city plans for both large and small cities, some with less than 25,000 population. In addition to sheet maps, globes, atlases, aerial photographs and relief models are listed.

### ENVELOPE FOR WHEELS

More and more, industrial firms are becoming aware of the functional importance that packaging plays in their merchandising program. An instance of this sort is the recent development of a moisture-proof envelope for abrasive cut-off wheels by Chicago Wheel & Manufacturing Company, well-known manufacturer of grinding wheels.



Designed to keep the wafer-thin cutting wheel bone dry until ready for use, this heat-sealed glassine container (fabricated from a product of Rhineland Paper Company, Rhineland, Wisconsin) has effected two important merchandising benefits. The storage and shelf life problem has been reduced to zero, while positive, permanent identification of the wheel has been assured through its transparent wrapping.

Cut-off wheels are meeting an ever-increasing acceptance in the metal working trades for high speed cutting of pipe, tubing and many other applications. For maximum efficiency, a cut-off wheel must be absolutely dry to provide the necessary sharp, clean cutting action. Moisture weakens the bond posts holding the abrasive grains to the wheel, permitting it to break down rapidly when in use.

### TWO FREIGHT POSTERS

Two new additions to the poster series of publications of the Association of American Railroad's Freight Loading and Container Section are now ready for distribution.

They are: Poster No. 14—"Lug Boxes" (Continued on Page 29)

## News

(Continued from Page 21)

Based on preliminary figures covering the operations of 1,413 intercity common and contract carriers with a total volume of 41,230,080 tons of freight as compared to 34,622,399 tons in the same period of 1949, the ATA truckloading index for the first quarter, using the like quarter of 1941 as 100, rose to a record of 217.

### DETECTO INDUSTRIAL DIVISION NAMES NEW REPRESENTATIVES

◆ Mack Rapp, Vice President in charge of the Industrial Division, Detecto Scales, Inc., 540 Park Avenue, Brooklyn, N. Y. has announced that the following representatives have been appointed in the Detecto-Gram Industrial Division: Anchor St. Louis Scale Co.—St. Louis, Missouri; Patterson Scale & Equipment Co.—Jacksonville, Florida; C. H. "Jack" Vilm—Denver, Colorado; R. W. Hooker—Phoenix, Arizona.

Detecto makes models for every weighing operation, for almost every industrial use.

### NEW, INSURED PENSION PLAN OFFERED BY BOSTITCH, INC.

◆ Bostitch, Inc., Westerly, R. I., the world's largest manufacturer of staples, wire stitchers and stapling machines, has announced the adoption of a new, insured pension plan, effective last May 1, that compares favorably with the best plans offered by leading industries in this country. The Bostitch Plan, based on a guaranteed minimum monthly pension of \$100 including Social Security, at age 65, for twenty-five years of company service, is a combination contributory and non-contributory plan that will benefit sales personnel as well as factory employees.

All eligible employees receiving an annual base wage under \$3600 are covered under the plan at company expense, with no cost to employees. Bostitch employees earning an annual base wage of more than \$3600 may voluntarily contribute fixed amounts, according to their wage classification, to increase their monthly pension at age 65. Additional company contributions are made to match these employee contributions.

### MID-STATES APPOINTS NEW SALES & RESEARCH DIRECTORS

◆ Mr. Irving McHenry, President of Mid-States Gummed Paper Company, recently announced two new appointments. Mr. Robert Dale was made Sales Director of their New Products Division, and Mr. Walter Pahl was made Director of Laboratory Research and Quality Control.

Mr. Dale will be in charge of directing the sales and market research of all new products developed by Mid-States. Their two newest products—Green Core "Tape-Strap," a reinforced Super Strength gummed tape that is practically unbreakable, and "Promset 201", an instant action Heat Seal Label Paper that is Polar conditioned to refrigerate to a low degree of temperature, will be the sales directing responsibility of Mr. Dale.

Mr. Walter Pahl will be in charge of all new products in the development stage, as well as new products to be considered for development. Also, Mr. Pahl will be responsible for the Quality Control of Mid-States standard products.

### NORMAN NUTTALL APPOINTED STEIN, HALL DIRECTOR

◆ Morris S. Rosenthal, President of Stein, Hall & Company, Inc., has announced the appointment of Norman Nuttall as Assistant Technical Director of Stein, Hall & Company, Inc.

Mr. Nuttall graduated from the Citadel, Charleston, South Carolina, in June, 1938 with a B. S. in Chemistry. He joined the Ciba Company in July, 1938 in their Dye-stuff Lab at New York City. He joined Stein, Hall in March, 1940 and was assigned to the Charlotte, North Carolina Laboratory and performed technical sales work in the various Southern textile mills. He joined the 38th Infantry Division of the U. S. Army in March, 1942 as 2nd Lieutenant and was honorably discharged in February, 1946 with the rank of Major.

He rejoined Stein, Hall in Charlotte as a Technical Salesman and was transferred to the home office in New York in August 1946 and assigned to the Technical Division. In October, 1948, he joined the Paper Department as a Technical Salesman. In March, 1949, he was made Manager of the Textile Department.

### MR. GEORGE W. BROWN OF GAIR COMPANY DIES

◆ Mr. George W. Brown, President and General Manager since 1930 of Gair Company, Canada Limited, Toronto, and a member of the Board of Directors of Robert Gair Company, Inc., New York, manufacturers of paperboard, folding cartons and shipping containers, died June 1 after a long illness. His age was 64.

Mr. Brown was born in New York City.

(Continued on Page 29)

### "RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.





## Speedy Labeling

(Continued from Page 13)

on both sides. After considerable experimenting this company has made a new label for particular use of department stores using double-gummed label-mounting sheets.

The new machine has a number of unique and important features, which make it superior for this purpose, namely,—

- 1.) It moistens the double gummed sheet with *two brushes*, one on top, one underneath.
- 2.) Its two brushes mounted at the correct angle, moistened every inch of both sides of the sheet quickly, and efficiently.
- 3.) It is always ready for instant use because a film of water is constantly kept at the brush tips.
- 4.) The feed table and upper brush can be adjusted upward or downward,—frontward or backward. This adjustment makes possible maximum moistening efficiency to start; with continued operating efficiency even after the brushes become worn or bent from long usage.
- 5.) Brushes are instantly removable and the feed table is hinged for convenience in cleaning.

A further advantage of this equipment is that the mounted sheets can be slipped through much more smoothly and easily—a great time saving feature for large department stores sealing thousands of packages daily.

## Largest Warehouse

(Continued from Page 16)

to achieve the most efficient layout. Maximum labor efficiency and minimum double-handling and backtracking of merchandise was the goal.

As part of the research program Mr. J. Buckley Bryan, executive vice president of Bamberger's, and Mr. Tatlow toured 15 modern and efficient department store warehouses from coast to coast. Selected groups of Bamberger's warehouse executives joined the tours and added their own suggestions for efficient warehousing.

Following the tours, Abbott, Merkt, which specializes in department store and warehouse design, produced a series of layouts to incorporate the data gathered. These features were then combined into the final plan.

### Flow "Assembly Line"

The result is a well-ordered "assembly line" on which merchandise flows from receiving docks at the rear through predetermined channels on one level to

MEN—METHODS—MATERIALS



# PROTECTS 4 WAYS

**1. Reinforces the Container**  
The strong kraft paper tape firmly "welds" to the container actually increases the strength of the carton at all seams and corners—yet retains important resiliency so essential to rough handling.



**2. Dust-proof and Sanitary**  
With all openings securely sealed, no dust, dirt, vermin, or other unclean elements can enter the carton to spoil or damage the contents.



**3. Moisture-resistant**  
When cartons are temporarily exposed to rain or snow, the tough kraft paper will keep moisture from entering at the vital points—the seams. Gummed Sealing Tape will not "soak off" unless exposed to enough water to seriously damage the carton itself.



**4. Pilfer-proof**  
And the use of Printed Sealing Tape, identifying the product shipped, makes pilfering virtually impossible without instant detection—helps to assure "safe arrival of goods at destination"—the ultimate of all shippers.



This modern form of closure is available everywhere.

These are just a few of the many reasons why we have proven time and time again that—

**No Other Closure Does So Much . . . for so little!**


Write today for your free copy of "What Every Shipper Should Know About Proper Package Sealing." It tells you how to . . .



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19 WEST 44th STREET NEW YORK 18, N. Y.



THE MODERN WAY  
TO DO ALL KINDS  
OF TACKING AND  
FASTENING JOBS



Save  
TIME-  
STEPS-  
MATERIALS

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ONE-HAND TACKERS  
and STAPLERS..

Industrial men find they can simplify and speed many fastening jobs—by using Hansen Tackers. The Hansen rapid-fire, triphammer action drives home stout two-legged tackpoints—fast as you can grip. The tackler holds scores of tackpoints at a loading. Use Hansen Tackers in the production line, shipping room warehouse and yard. Investigate these sturdy economical tools today.

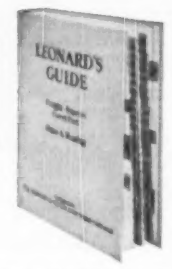
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CHICAGO 6

shipping platforms at the front. The plant can receive five railroad cars and eight furniture vans while loading 32 parcel delivery trucks simultaneously.

"Although Bamberger's service depot is no larger than the five Newark warehouses it replaces," Mr. Bryan has stated, "its efficiency boosts effective storage facilities by 20 per cent. It is designed to reduce merchandise handling costs and has improved and speeded the store's customer service."

Besides storage and furniture finishing, the plant processes floor coverings. The Carpet Work Room is equipped with the "Cradle System" which completely eliminates the man-handling of heavy broadloom rolls.

Offices are grouped at the front of the building. A partial mezzanine above them contains a lunch room and recreation facilities for the plant's 150 employees. Color schemes throughout the building are engineered to promote ideal working conditions.

## Loss to Cargoes

(Continued from Page 15)

- (c) Send shipping documents promptly. Consignees cannot take prompt delivery if unable to proceed with necessary formalities. This is increasingly important with greater import licensing and exchange control added to normal customs process. Because of delays in original documents reaching consignees, it is urged that copies of invoices, packing lists and bill of lading be air-mailed if originals go by steamer mail.
- (d) Enclose packing list in each shipping container where practicable, particularly those containing mixed lots or incompletely filled. This will facilitate customs inspection and, incidentally, will permit prompt and proper survey in the event that pilferage or damage is apparent before invoices are available.

(To be concluded next month.)

Prepared by the American Institute of Marine Underwriters and adopted by the International Union of Marine Insurance as part of their "Recommendations for Cargo Loss Prevention."

## FIBREEN ASSURES COMPLETE PROTECTION

Whether you ship by truck, train, boat or plane, FIBREEN will provide your goods with complete protection from costly damage in transit and in storage. Any shipper of any commodity may have packaging problems that can be solved by this strong, moisture-proof, dust-proof, reinforced sheet. FIBREEN is saving money for many shippers. What is your packaging problem?



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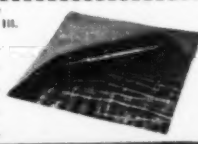
Please send a copy of The FIBREEN Book.

Name & Title.....

Firm Name.....

Address.....

City, Zone & State.....



The SISALRAFT Co., Chicago 6 • New York 17 • San Francisco 5

## Data Sheet

(Continued from Page 18)

and information the dextrine chemist requires for proper study and reference. Accurate diagnosis and recommendations can only be certain when all the facts pertaining to the problem are carefully considered.

The variations of dextrines and starch blends available for industrial uses are infinite in number. Their working qualities can be detailed and the starch product adjusted to provide extremely accurate operation in technical applications. Consequently, correct data can narrow the selection of starch or dextrine to a fine point resulting in higher standards of performance, lower costs and the saving of precious time.

According to the Morningstar Laboratory announcement, their "Dextrine & Starch Product Operation Data Sheet" for recording and transmitting such problem information has already aided many industrial firms in the quick solution of fabricating, sizing, coating and adhesive problems.

## Listen, Mr. Traffic Manager

(Continued from Page 18)

order is checked to make sure that the contents as listed were actually sent. When it has been determined that there was no shortage at point of origin the consignee is advised to contact the carrier for possible pilferage.

Within this past month we have had two cases where the consignee advised us of shortages and in both instances they claimed that there could not possibly have been pilferage as the cartons were received in excellent condition and had not been opened. Yet a review of the manifest proved that all items were actually shipped. Furthermore, on the day these shipments were made the inventories checked perfectly. The consignees were immediately advised to return the empty cartons to us and upon their arrival a special agent of the carrier was called in. Examination of the cartons showed that they had both been opened while in transit, the contents or part of them taken and the boxes resealed. The theft was cleverly executed and in all probability would have gone undetected had not we been so positive that we had shipped the order correctly. In both of these cases the amounts saved by being able to enter a logical claim were considerable.

One further observation is that the use of printed tape in such instances is invaluable for, once suspected, pilferage is easily proved if the tape has been broken or replaced.

**"YOURS for the Asking"**

**Pages 28-29**



**DO YOUR CUSTOMERS  
NEED A MECHANIC  
TO OPEN YOUR CARTONS ?**

**DOES THE RECEIVER HAVE THE  
FACILITIES TO OPEN YOUR CARTONS ?**

**ARE YOU COMPLICATING HIS OPER-  
ATION BY USING CUMBERSOME  
SEALING METHODS . . . . . ?**

**DOES HE NEED A MECHANIC TO  
OPEN YOUR CARTONS . . . . . ?**

## PLAY SAFE WITH GUMMED SEALING TAPE

**IT OPENS AS READILY AS IT  
SEALS AND GIVE YOUR CARTONS  
REINFORCED PROTECTION.**

**SEAL THE RIGHT WAY  
WITH ON-TO-STA  
SEALING TAPES**

**WRITE FOR FREE SAMPLE BOOKLET**

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No matter what your cases must eventually hold,  
they will hold with Hallmark's hard-sticking Sealing Glues.

Stein Hall Laboratories control guarantees sure-stick  
quality and quick operation. Consult us about the Sealing Glue  
for your case. Or, if you have a special problem, our  
technicians will produce the glue to meet your specific need.

84 Years of Service to the Adhesive Industry



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Branch offices in 17 cities in U. S. and Canada

## SIPMHE Competition

(Continued from Page 13)

entrants to submit samples. Instead, the submission of comprehensive photographic displays is being encouraged.

In establishing the new classification, the National Competition Committee stated: "This classification is designed to apply to money saving developments in the field of Materials Handling. Entries may be for unique method, development, or utilization of a pallet, package, or other Materials Handling devices as originated by an industry. Patented devices are excluded from eligibility. In connection with this classification the following method of presentation may be used:

- Photographic*—Entries may be made as photographs which may be mounted on a display or poster board with the necessary descriptive matter attached below each picture. The pictures must be captioned individually and numbered in numerical sequence. In any case the material used in mounting the display must not exceed 12" x 16" for each picture.
- Samples or models may be submitted illustrating the idea or technique. These samples or models should be simple and inexpensive. Neither the Competition Committee nor the Society of Industrial Packaging and Materials Handling Engineers will assume liability or responsibility for the materials submitted.

### New Packaging Group

In addition to materials handling, a new classification has also been added to the Protective Packaging Groupings considered in previous years. This new division is Cleated Panel Boxes. This classification will include any form of construction or style of cleated panel boxes, inner fittings made of wood, fibreboard or any other protective packaging material.

### Complete Line-Up

These and other detail changes from last year cause the new competitive line-up to read as follows:



For extra strength at lowest cost! Get the facts about this reinforced, waterproofed sealing tape.

**FREE SAMPLES!**

WRITE TO *Angier* CORP., FRAMINGHAM 9, MASS.

SHIPPING MANAGEMENT JULY, 1950

**Group 1—Corrugated or Solid Fibre Boxes**

This classification includes all exterior packages manufactured of fibreboard—either corrugated or solid fibre. Inner fittings may be constructed of fibreboard, wood, or other protective packaging materials.

**Group 2—Nailed Wood Boxes and Crates**

Includes any style of nailed wood boxes. Inner fittings may be of wood, fibreboard or other protective packaging materials.

**Group 3—Wirebound Boxes and Crates**

Includes any form of construction. Inner fittings may be of wood, fibreboard or any other protective packaging materials.

**Group 4—Cleated Panel Boxes**

Includes any form of construction or style of cleated panel containers. Inner fittings may be of wood, fibreboard or any other protective packaging materials.

**Group 5—General**

Entries in this classification may be a combination of any materials used for shipping containers or for reinforcement. This classification is designed to include metal containers, fibre drums, wooden barrels, bundles, sacks, bags, and bales.

**Group 6—Export Packages**

Packages submitted as entries in this classification must be specially designed for export shipment and may be of any material or combination of materials.

**Group 7—Materials Handling**

(Requirements listed earlier in story).

Copies of application forms and Rules and Regulations are available on request from S.I.P.M.H.E. national headquarters.

In addition to Chairman Frank W. Green, other Competition Committee members include John Mount, North America Companies, New York City, and A. L. Green, Freight Claim Section, Association of American Railroads, Chicago, Illinois.

Ten million bibles, destined for the Orient were recently loaded aboard a cargo plane. The bibles were being taken to Japan by Reverends Donald Robertson and Charles Anderson, both of New Jersey, who are going to distribute them to the Japanese people. An original request for one million bibles was upped to ten million at the request of General MacArthur. But NWA air cargo service easily handled the increased volume shipment.

STEVENS 2-6276-7

*Frank Hanline and Sons*

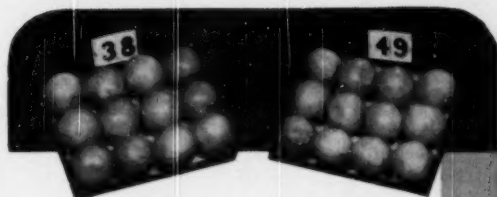
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Just as eating an orange is the final test—using a tape tells its real worth. Use Safetex . . . you'll find the speed with which its heavy glue surface literally "welds" the tough tape stock to the package, the handiness and economy of the "carton-pack" and the pull tab opener on every roll really makes a difference.

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**USE GUMMED TAPE . . .**  
No other closure does so much  
For so little.



**JUST PRESS  
THE KEY and you  
know the postage!**

**DETECTO  
POST-O-METER**

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The package weighed on this Parcel Post Scale will not carry too many—or too few—stamps.

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Speeds mailing department flow. Ends weighing bottlenecks. Simply press the zone key. One figure shows the exact postage. No postage-due delays... ever!



**DETECTO**

**DETECTO SCALES INC.**  
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Each numbered paragraph below describes practical, illustrated literature about the newest developments in shipping room supplies, devices and equipment . . . important data every alert, progressive shipping manager should keep filed and available for instant reference. It will pay you to read each item carefully, select those that help with your particular shipping problems. Then all you need do is check and mail the coupon. Shipping Management will see that the material is forwarded with no obligation on your part.

**FAST SETTING GLUE . . .** Here is a shipping case glue which tears fibres 15 to 20 seconds after application by brush or machine. It brings new high speed and efficiency wherever short pressure time is essential. Complete info on APPROVAL shipments if you check 1.

**SEALING GLUES . . .** These hard-sticking glues will assure that your cases will hold no matter what they must eventually carry. Laboratory control guarantees sure-stick quality and quick operation. For info check 2.

**BOXES AND CRATES . . .** Bound with wire, they offer added protection and added efficiency at lower cost. For full details check 3.

**NEW SEALING TAPE . . .** that is five times stronger, exclusive with this firm, cuts carton damage and shipping losses, with a tear-test strength averaging four to six times greater than 60 lb. kraft. Check 4.

**FREE BOOKLET . . .** on the art of sealing packages properly. Every shipper should have this information at his side constantly. Sent at once if you check 5.

**FREE PINT SAMPLE . . .** of a new-stencil ink that is really blacker, that needs no shaking, that's weatherproof and permanent, that won't harden brushes. Enough for 1,000 addresses, it's yours free if you check 6.

**PARCEL POST SCALE . . .** Simply press the zone key. One figure shows the exact postage. Descriptive bulletins free, if you check 7.

**TAPE DISPENSERS . . .** A complete line of precision built machines, pressure-sensitive, trouble-free, now available. No matter what your business may be there's a pressure-sensitive tape to suit your needs. For complete detailed information check 8.

**NEW, MORE COVERAGE . . .** in the 1950 Better Shipping Manual. Let us bill you for the latest edition of this encyclopedia of essential fact and information for the shipping room. Copy on approval if you check 9.

**TAPE SAVER . . .** The pull-tab opener in every roll saves time as well as tape. For complete particulars check 10.

**SUPPLIES . . .** Everything you need for packing and shipping operation and the well run shipping room plus many types of materials handling equipment. For catalog, check 11.

**TAPE MACHINE . . .** Moisture is evenly distributed over your tape with this machine that does it automatically. For complete information on this and on tapes check 12.

**PRECISION SHIPPING . . .** this railroad is equipped for heavier, longer hauls, smoother handling of shipments—dependable, on-time service between Texas, Oklahoma and the North. For info check 13.

**INKS . . .** There's a difference in inks and you should know what it is, how to get the most for your money. For valuable free literature on metal marking ink and colored fountain brush ink (they come in "no-drip" cans) check No. 14.

**QUALITY CONTROLLED . . .** A quality controlled gummed sealing tape. From raw pulp to finished roll. For details check 15.

**FACTUAL CASE STUDIES . . .** of industrial applications of VPI Wrap can help you decide if this is the solution to your export packaging problems. VPI means vapor phase inhibitor, and it is one of the latest developments in the war against corrosion. To get this valuable information check 16.

**ONE-HAND TACKERS . . .** that speed up your tagging, fastening and assembly jobs. Self-contained ready for instant use. Folder free, check 17.

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**SAFER WRAPPING . . .** for your product with this remarkable board. Reduce shipping damage losses, and cheaper to use from the start. Made of finest quality raw materials, flutes perfectly formed, and a unique method of permitting an all-ways flex, for all-ways protection. Sample free, check 18.

**SHIPPING INFORMATION . . .** Parcel post, express, freight rates and routing. Indexed, loose leaf for frequent revision insertions. Order by checking 19.

**BETTER ADHESIVE . . .** qualities in this gummed tape. When a better product has been developed industry wants it. Check 20.

**POSTAGE METER . . .** print postage in any amount to \$10.00. For speed, safety and efficiency. Illustrated booklet, no obligation. Just check 21.

**HANDBOOK . . .** for gummed tape users. Everything you'll ever want to know about gummed tape sealing problems. Free if you check 22.

**GUMMING SPECIALISTS . . .** Good paper, good glue and plenty of it to insure a permanent closure. For details and sealing helps check 23.

**FINEST INGREDIENTS . . .** go into the best tapes, and that's what makes this one of the really quality gummed tapes. Know-how is the secret. Check 24.

**UNITIZED LOADING METHOD . . .** That prevents cases from falling into "voids" or "wells" at either end of freight cars. Details and sample of special reinforced waterproofing paper sent if you check 25.

**GUMMED TAPES . . .** Select your gummed tapes and specialties from a complete line. List and pertinent facts if you check 26.

## What's New

(Continued from Page 22)

and Crates Divided or Solid Load" and Poster No. 15—"Bracing for Lug Boxes and Crates."

Poster No. 14 depicts the "Top Stripped" and "Side Stripped" methods of bracing Lug Boxes and Four or Nine Basket Crates in refrigerator cars. The "Top Stripped" method is provided for in all loading territories. Attention is directed to the fact that the "Side Stripped" method is provided for only in Freight Container Tariffs Nos. 1-B and 2-D, which tariffs apply at loading points in Pacific Coast, Trans-continental, Western Trunk Line and Southwestern Lines Territories or, generally, west of the Mississippi River.

Poster No. 15 depicts the proper method of constructing bracing structures, including the specifications of materials, for use in refrigerator cars loaded with Lug Boxes and Four or Nine Basket Crates used in all loading territories.

## ★ TRAFFIC REPORTER ★

*Motor Carrier Night* was the theme of the June research meeting of the Women's Traffic Club of San Francisco held at Henry's Fashion Restaurant. Mr. Edward J. Willigs, president; E. J. Willig, truck transportation; Mr. Edward M. Berol, transportation attorney; and Larry Files, secretary, Truck Owners' Assn. of California, were among the speakers.

The regular monthly meeting of the Delta Nu Alpha Transportation Fraternity was held in June at the clubroom in the Colonic Warehouse in Watervliet, N. Y. Mr. E. C. Mayberry, general manager of Dorn's Transportation, Inc., Rensselaer, N. Y., addressed the group concerning truck transportation and presented some of the problems of the industry.

Celebrating its nineteenth birthday was the Women's Traffic Club of New York at its regular meeting in June. At the May meeting a check for \$1,261.70 was presented to Mrs. Joseph McNab of the New York Association for the Blind for the Light-house Music School Fund. This represented proceeds of the Lilac Time Luncheon Bridge held at the Waldorf Astoria Hotel in April.

Members of the Los Angeles Transportation Club heard Dr. Alexander J. Stoddard, superintendent of Los Angeles City Schools, speak on the highlights of his theories on education at a meeting in June. The club's "Steamship Day" was scheduled for June 16 at the Fox Hills Country Club. This was a golf outing and barbecue.

The 35th annual outing of the Worcester, Mass., Traffic Association was scheduled to be held Monday, July 17, at the Wachusett Country Club.

Ellen A. Watterston of Koppers Co., Gas & Coke Division, Kearny, N. J. was elected President of the Women's Traffic Club of N. Y. at the June 13th meeting. Stella K. Schapiro, Joseph Rubin Sons Fruit & Produce Co. will be Chairman of the Executive Board for the 1950-1951 term. Seven other officers were elected.

Nominating Committee for the National Export Traffic League was scheduled to submit a list of candidates for officers and the Executive Committee at a meeting late in June in New York.

Line-up of meetings scheduled for the Pacific Traffic Association is as follows: Tuesday, August 8, Aviation—Air Force Night, under the leadership of R. W. Baker, chairman, district sales manager, American Airlines; Tuesday, September 12, Truck Night, Alec McTavish and Hal Kern, joint chairman; Tuesday, October 10, Freight Forwarders Night, Lloyd Kardell chairman, general manager Central

Pacific Coast District, National Car-loading Corporation; Tuesday, November 14, Railroad Night, Harvey McCorkel, chairman, D. F. R., Baltimore and Ohio R. R.; Christmas Party, December, Phil Wilson, chairman. Date to be announced.

## Packing A Punch

(Continued from Page 9)

accepted standards of warehousing and merchandising.

General management in industry is becoming more and more aware of the savings and profits possibilities in the correct application of air shipment. The Accounting and Insurance Departments are concerned with the amount of working capital tied up in goods-in-transit, and the Sales Department is concerned with obtaining volume sales with fast turnover.

The Traffic manager knows well, too, that packing, packaging, crating and handling costs are all in addition to the freight charges in the final analysis. There are also intangibles such as customer good will, which can hardly be evaluated.

★ ★ ★

None of these costs appear on the freight bill, but alert and progressive general management sees the and so it is shortsighted policy to judge a traffic department on how little money it spends on freight charges instead of how wisely it spends this money in the correct analysis and proper selection of method of transportation,—in the final analysis, what counts is the volume of sales and profits.

Then, it is the responsibility of management and the traffic department to keep abreast of the developments in all forms of transportation, but in each instance to select the type which will best serve the over-all advantage of the Company.

## News

(Continued from Page 22)

was associated with Warner Sugar Company for a number of years, moved to Montreal in 1914 to join the Atlantic Sugar Company. He had been with Gair and its predecessor companies since 1926. Mr. Brown was a member of the Executive Committee of the Canadian Pulp and Paper Association.

## COMMUNICATIONS INDUSTRY LEADS IN ACCIDENT REDUCTIONS

◆ American workers were a lot safer in 1949, the National Safety Council reports.

Industrial injury rates for last year, released by the Council in advance of the 1950 edition of its annual statistical yearbook, "Accident Facts," show a substantial reduction in both the frequency and severity of 1949 accidents as compared with 1948.

Thirty-eight of the 40 basic industry classifications reduced their frequency rates, and 28 reduced their severity rates.

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by Richard C. Colton  
General Traffic Manager, RCA Victor Division, Radio Corporation  
of America

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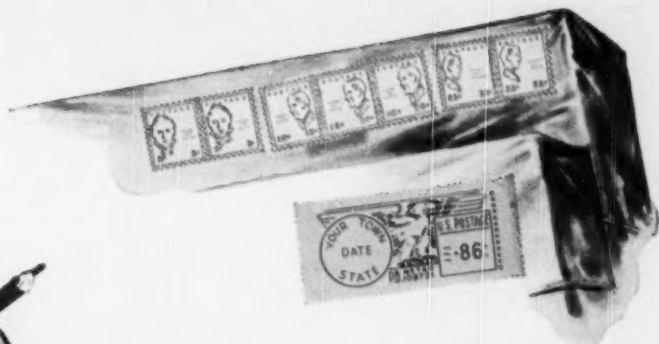
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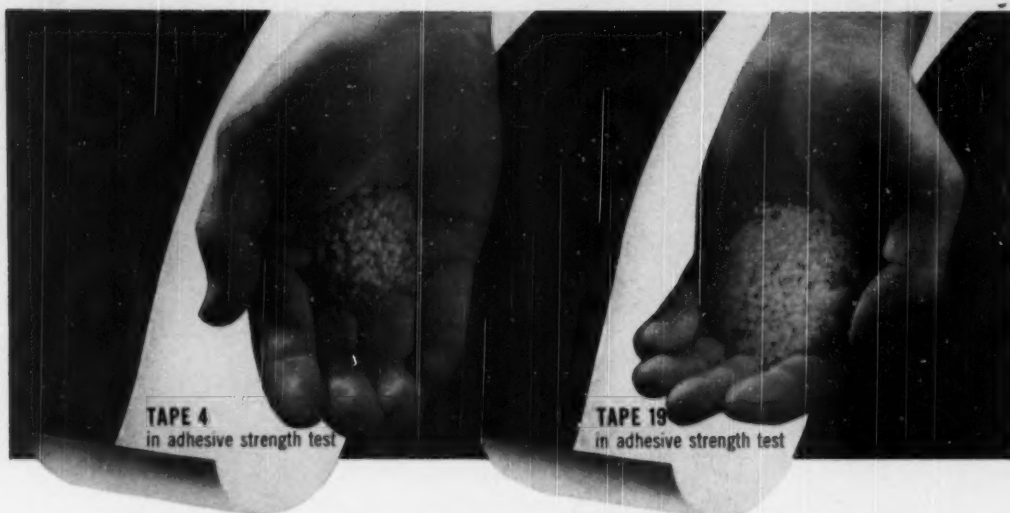
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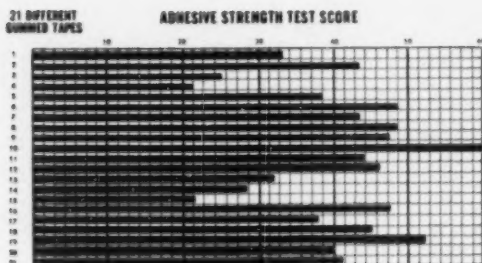
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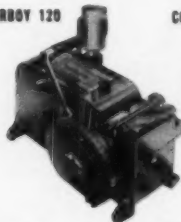


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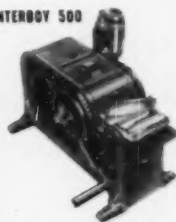
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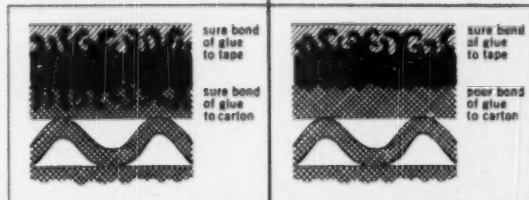
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